

# United Arab Emirates Jobs Expertini®

## BDM Offline- UAE

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Company: Glanbia

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

### The Opportunity

As part of this role, the Business Development Manager – UAE, needs to lead the Route to Market expansion strategy for the business, and work closely with our National Distribution Partners for on-ground execution. This role requires strong leadership skills along with the ability to Inspire, motivate and Influence the entire sales and distribution organization of the National Distributor. The role will also require close collaboration with Key Internal Stakeholders across functions specifically marketing. The candidate needs to have an eye for innovation and trade development to step change the way GPN brands are represented in the market.

### Responsibilities:

**Customer Management:** Build and maintain strong relationships with existing customers like Life Pharmacy, Dr.N, Bin Sina, Aster & identifying and onboarding new partners like Grandiose, Geant, Sun-and-Sand Sports, Decathlon, Go Sports

**Channel Expansion:** Identify new opportunities in Gym & Pharmacy channel with partnerships to increase market penetration and revenue

**Sales Strategy Development:** Collaborate with our distributor teams to develop channel wise strategies to improve in-store execution and better share of shelf for GPN brands

**Marketing Support:** Work closely with the marketing team to create and deploy promotional campaigns and activations to increase brand share & sales uplift. Monitor competition activities and report the same on a periodic basis

**Performance Analysis:** Monitor and analyze channel performance, sales metrics, JBP KPIs, and partner effectiveness to identify opportunities for improvement

**Forecasting and Budgeting:** Develop and manage channel sales forecasts and budgets, ensuring alignment with overall financial objectives

### **The Skills you will bring to the team**

4 years'+ in-market experience in business development and/or lead sales roles preferably within CPG categories. MBA preferred.

Experience of working in a high growth and fast-paced organization

Persistent and resilient in the pursuit of objectives, willing to take new challenges

Ability to work with ambiguity and in an entrepreneurial environment

Strong interpersonal and relationship building skills with retailers and distributors

Effective influencing, negotiating and relationship building skills together with excellent written and verbal communication skills

Numbers and data savvy with experience of sales automation to monitor business performance

### **Where and how you will work**

The opportunity will be based in Dubai with hybrid working arrangements available through our which allows you a greater choice in how you work and live, giving you a better work-life balance.

### **What we would like to offer you!**

The opportunity to develop your career on a global stage, continuous learning through an on-demand learning platform, and a competitive compensation package including staff discounts, generous family leave policy, health & dental plan, competitive salary.

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